

## **CRA, Inc. Company Background**

CRA is a Virginia-based SWaM business, dedicated to homeland security. With approximately 80 professional staff and access to a roster of hundreds of on-call subject matter experts (SMEs), we create and deliver advanced products and services – such as policy support, analysis & assessments, risk management, planning, training, and exercises – that are tailored to the needs of our clients. We partner with Federal, State, local, tribal, and territorial governments; the military; private sector and non-governmental entities; and other organizations to prepare for, respond to, recover from, and mitigate all hazards.

CRA was established in 1984 with a focus on partnering with the United States Department of Justice (US DOJ) to make communities safer through community assessment programs. As emergency preparedness and response programs evolved, we assisted DOJ in developing and delivering the Emergency Response to Terrorism – Basic Course (ERT-BC) which pioneered practical training in all-hazards response. Following 9/11, and with the creation of the United States Department of Homeland Security (US DHS), CRA emerged as a leading provider of homeland security-related planning, technical assistance (TA), training, and exercise programs. CRA remains an active and trusted partner of the Federal Emergency Management Agency (FEMA), and State and local agencies in designing and implementing plans, technical assistance, training, and exercises that expand and standardize emergency response systems across the country while recognizing the unique characteristics, resources, and vulnerabilities of regional and local communities.

In 2005, CRA began staffing contracted intelligence analysts to Federal, State, and local customers. We currently provide contracted analysts to several State and major urban area intelligence fusion centers and real-time crime centers throughout the U.S. Our analysts are routinely praised for their professionalism and experience, and have been critical to several successful law enforcement operations in recent years. Based upon the success of our managed services business model, CRA has greatly expanded our intelligence analyst program to serve a multitude of Federal, State, local and international customers.

CRA professionals approach each contract as a partnership with clients and work to tailor services to their individual needs and requirements. Our approach to homeland security is informed by our participation in high-level Federal policy and planning activities. We combine this with direct operational experience with state and local governments and the communities they support, as well as key private sector partners such as critical infrastructure owners and operators. To maintain high standards, CRA recruits staff highly-regarded for their knowledge and skills in terrorism prevention, emergency management, critical infrastructure protection, public health, and law enforcement. CRA also ensures that each has an understanding of how to apply and adapt Federal programs and policies to the State and local levels. Our reputation, capacity, and knowledge have enabled us to train more than 150,000 first responders at all levels of government and the private sector while conducting over 1,000 homeland security exercises and providing technical assistance to nearly 2,700 agencies and public and private infrastructure entities in all 50 states and U.S. territories.

CRA was an initial developer of the Homeland Security Exercise and Evaluation Program (HSEEP), and we have worked diligently alongside DHS from concept to implementation of important national guidelines. Since 9/11, we have designed and delivered hundreds of HSEEP-compliant exercises with a wide and diverse array of Federal, State, local and nongovernmental partners.

Additionally, CRA has contributed significant knowledge and expertise to the evolving building block approach of HSEEP guidance, and all of CRA exercise staff are HSEEP-trained and certified. We have developed an internal system for managing exercise planning built upon the foundations of HSEEP methodology.

CRA has successfully supported VDEM on a number of planning and exercise activities under the additional user clause, including:

- Hampton Roads Regional Catastrophic Planning Grant Project
- Hampton Roads Mass Casualty Incident Drill Series
- Southwest Virginia Community College
- The Hampton Roads 2013 Local and Regional Jail Exercise Series, “*Operation Secure Fortress*”

## Proposed Pricing Structure

	Baseline	A La Carte
<b>Discussion Based Exercise (Six Hour Minimum)</b> <ul style="list-style-type: none"> <li>• Seminar</li> <li>• Workshop</li> <li>• Tabletop</li> </ul>	5 tables of 10 participants (50 participants)  1 Lead Facilitator 1 Table Facilitator/table 1 Scribe/table Two Minutes of Audio Enhancement Four Minutes of Video Enhancement	Additional Lead/Co-Facilitator Additional Table Facilitator Additional Table Scribe Additional two minutes of audio Additional four minutes of video
<b>Operations Based Exercise (Eight Hour Minimum)</b> <ul style="list-style-type: none"> <li>• Drill</li> <li>• Functional</li> <li>• Full-Scale (baseline costs may be combined for a single, large-venue FSE)</li> </ul>	5 Exercise Venues 1 Controller per venue  5 Exercise Venues, 1 Registration Staff per venue  1 Lead Controller 1 Safety Controller 1 SIMCELL Controller	Additional Venue Controller Additional Registration Staff (per person) Additional Safety and/or SIMCELL Controller

Exercise Type	Baseline	Contractor Pricing
<b>Discussion Based Exercise (Six Hour Minimum)</b> <ul style="list-style-type: none"> <li>• Seminar</li> <li>• Workshop</li> <li>• Tabletop</li> </ul>	5 tables of 10 participants (50 participants)  1 Lead Facilitator 1 Table Facilitator/table 1 Scribe/table Two Minutes of Audio Enhancement Four Minutes of Video Enhancement	Region 1 = \$30,428 Region 2 = \$29,913 Region 3 = \$29,715 Region 4 = \$29,715 Region 5 = \$29,715 Region 6 = \$29,966 Region 7 = \$29,229
<b>Operations Based Exercise (Eight Hour Minimum)</b> <ul style="list-style-type: none"> <li>• Drill</li> <li>• Functional</li> <li>• Full-Scale (baseline costs may be combined for a single, large-venue FSE)</li> </ul>	5 Exercise Venues 1 Controller per venue  5 Exercise Venues, 1 Registration Staff per venue  1 Lead Controller 1 Safety Controller 1 SIMCELL Controller	Region 1 = \$45,342 Region 2 = \$44,623 Region 3 = \$44,462 Region 4 = \$44,367 Region 5 = \$44,414 Region 6 = \$44,694 Region 7 = \$43,838

A La Carte Menu (over Firm/Fixed Prices)	Estimates for this Item by Region
Additional Lead/Co-Facilitator	Region 1 = \$1,623 Region 2 = \$1,572 Region 3 = \$1,552 Region 4 = \$1,552 Region 5 = \$1,552 Region 6 = \$1,552 Region 7 = \$1,608
Additional Table Facilitator	Region 1 = \$955 Region 2 = \$904 Region 3 = \$884 Region 4 = \$884 Region 5 = \$884 Region 6 = \$884 Region 7 = \$940
Additional Table Scribe	Region 1 = \$550 Region 2 = \$498 Region 3 = \$478 Region 4 = \$478 Region 5 = \$478 Region 6 = \$478 Region 7 = \$534

A La Carte Menu (over Firm/Fixed Prices)	Estimates for this Item by Region
Additional Two Minutes of Audio	Region 1 = \$543 Region 2 = \$543 Region 3 = \$543 Region 4 = \$543 Region 5 = \$543 Region 6 = \$543 Region 7 = \$543
Additional Four Minutes of Video	Region 1 = \$4,978 Region 2 = \$4,978 Region 3 = \$4,978 Region 4 = \$4,978 Region 5 = \$4,978 Region 6 = \$4,978 Region 7 = \$4,978
Additional Venue Controller	Region 1 = \$848 Region 2 = \$797 Region 3 = \$777 Region 4 = \$777 Region 5 = \$777 Region 6 = \$777 Region 7 = \$833
Additional Registration Staff (per person)	Region 1 = \$570 Region 2 = \$518 Region 3 = \$498 Region 4 = \$498 Region 5 = \$498 Region 6 = \$498 Region 7 = \$554
Additional Safety and/or SIMCELL Controller	Region 1 = \$1,020 Region 2 = \$969 Region 3 = \$949 Region 4 = \$949 Region 5 = \$949 Region 6 = \$949 Region 7 = \$1,005